

# Thinking of Selling or Buying your Business Privately?

Business Vision provides a highly professional and confidential sales consultancy service to buyers and sellers of small-medium sized businesses nationwide. Our portfolio of clients includes a range of high profile corporate organisations and SMEs. We also specialise in the buying and selling of pubs and restaurants. Business Vision maintains an immediate large classified listing of both businesses for sale and potential buyers whom are actively seeking to buy, lease or acquire a particular type of business or acquisition nationwide. Established in 1996, Business Vision have represented businesses in the manufacturing, construction, retail, distribution, publican and hospitality trade, property investment, the service sectors and commercial sectors in the private sale of their business. We provide an extremely private and confidential service, and do not publicly promote or advertise the business for sale. We tend to privately approach a shortlist of companies or individuals who are strategically positioned to buy the business in question.



## OUR SERVICES INCLUDE

### Valuations of Business

We give advice on valuing the business and the going concern. We have an experienced team of business sales consultants whom have broad expertise and a proven track record.

### Preparing a Prospectus of the Business for sale

We concentrate on highlighting the salient details of the business which is sent to genuine potential purchasers.

### Executing a binding Confidentiality Agreement

Business Vision screens all prospective purchasers and implements a binding Confidentiality Agreement which they must sign before we disclose any information about the properties for sale.

### Develop Sales and Marketing Plan

We develop a marketing plan and design and plan strategic advertising in publications, websites and other media and tailor the advertising medium to suit a particular type of business in question.

### Buyer Sourcing/ Identification

Business Vision have an immediate database of enquiries from potential buyers for over 9 years; this database is filtered to seek potential buyers.

### Buyer Targeting

We screen and target potential buyers who are in similar sector and match a business that maybe an

excellent bolt on opportunity.

### Negotiations - Sale Agreement

Business Vision conduct all negotiations with prospective purchasers up to and including negotiating/agreeing the basic terms of Sale and drafting Heads of Agreement.

### Dialogue to Sale Completion

We liaise with professional advisors such as solicitors, accountants and the client throughout due diligence process, up to and including the execution of a share sale agreement, and/or business/asset sale agreement.

### Corporate SME Sector & Commercial Property Sales

Business Vision has

experienced consultants that represent clients in the sale of their company. The success rate of a Corporate / SME sector sale is often based on the company's financial track record, custom base, asset value in terms of property, debtor book, work in progress and long term contracts. Business Vision consultants advise on the proposed structure of the sale i.e. should the sale be asset sale or share purchase. We also give advice on a tax efficient structure of the proposed sale. We carry out a step by step process to ensure a successful sale to closure.

We have recently advised many clients in the engineering manufacturing sector on Management Buy

Outs and Partner Buy Ins.

We also have expert consultants who can advise on sale of Commercial Property Investments and Commercial Property sale & Lease Back. Business Vision Senior Corporate and Commercial Consultant is Alan Loughrey who can be contacted on [alanloughrey@businessvision.ie](mailto:alanloughrey@businessvision.ie)

### Hospitality Division

One of the fastest growing divisions within of our company is our Hospitality division. We act on behalf of clients in selling Pubs, Hotels and Restaurants nationwide. Once a client approaches us to sell their Hospitality business, we meet them on a one-to-one basis to formulate a confidential sales strategy.

Our target market for the sale of the business is nationwide. Through advertising on national papers and networking with members of the Vintners Federation.

### Retail Division.

Business Vision have a very successful track record in the sale and lease of Filling stations & Convenience stores, General Convenience and Grocery stores and Large supermarkets nationwide

The sale of retail business is mainly determined by location of business and turnover. Business Vision have immediate database of buyers in the sector who are regularly looking for opportunities.

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NATIONWIDE SERVICE -  
DUBLIN, GALWAY, LIMERICK  
LOWCALL 1850 774433

## Businesses FOR SALE in the Munster Region

**Business Vision**  
buying or selling a business?



- Large Supermarket with Off-Licence, Limerick Region
- Upmarket Home Interior Design Shop, Cork region
- Tyre Centre sales and service with large site & Property Limerick Reg
- Plumbing and Boiler Service Business In Cork Region
- Retail Convenience Store in prime location in East Cork
- Investment Property Pub with tenant in popular Cork tourist town
- Hotel/Restaurant in West Cork

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